DiskXtender 2000
Commercial Price List

Effective June 19, 2000

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INTRODUCTION

This price book contains pricing and policies related to sales of DISKXTENDER 2000. Users interested in CD-R capabilities should refer to the CDXTENDER price book.

LICENSE LIMITATION

Licensing for the above products for the sale prices listed herein is limited to the sole and exclusive benefit and use of the ultimate End-User of the respective OTG product(s). These license rights may not be further assigned or sublicensed to any other party for any purpose whatsoever, including ASP leasing of the OTG product(s).

Please contact OTG Sales for information on OnlineStor.COM and OTG's ASP pricing model.

MAINTENANCE PLANS

OTG offers annual Maintenance Plans that include unlimited software support for OTG products, software patches, service releases and major upgrades. Two plans are available:

Plan Type	Coverage	Support Calls	Software Updates	Price
Standard Plan x-x-MS	6:00 A.M. EST to 8:30 P.M. EST Monday-Friday	Unlimited during coverage	Patches, Service Releases and Major Upgrades Included	19% of List
Premium Plan x-x-MP	24 X 7 (US Domestic)	Unlimited	Patches, Service Releases and Major Upgrades Included	25% of List

Maintenance is <u>required</u> with the initial purchase of any OTG product and <u>must</u> be maintained in order to receive upgrades. If Maintenance lapses for any period of time, the user is required to pay for any period of time that Maintenance had lapsed as part of purchasing the new Maintenance Plan. When a Maintenance Plan has lapsed for more than 1 year, the Maintenance price is increased to 28% for that period of time the Maintenance had lapsed. Please see the Pricing Examples section for additional information.

PER-INCIDENT SUPPORT

For users not on a Maintenance Plan, or for users requiring support outside the hours covered by the Maintenance Plan purchased, per-incident support is available. Per-incident support does not include patches, service releases or major upgrades.

Per-Incident Rate Description	Rate
Users not on Maintenance Plan during the standard coverage hours (6:00 AM to 8:30 PM, Monday-Friday)	$250
Users not on Premium Maintenance Plan during extended coverage hours (8:30 PM to 6:00 AM, Monday-Sunday)	$500

ADDITIONAL OTG SERVICES

OTG Software offers many services to help facilitate the sales and installation of OTG Software products. These include the following:

- **Training** – OTG maintains training centers in the Eastern and Western regions of the United States. Check the OTG Web site (*www.otg.com*) for details on the training courses, course times, and pricing. On-site training is also available. Please contact OTG Sales for more information.

- **Installation Services** – OTG's Professional Services division can assist users with on-site installation and setup. Please contact OTG Sales for more information.

- **Professional Services** – OTG's Professional Services division can assist users with requirement analysis, systems analysis, custom implementations, programming, customized training and customized documentation. Please contact OTG Sales or the Professional Services division for more information.

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DISKXTENDER 2000 DATA MANAGER PRICING

DISKXTENDER 2000 DATA MANAGER

The DISKXTENDER 2000 Data Manager is licensed per installation. A single DISKXTENDER 2000 Data Manager license is included with the initial purchase of a MediaStor license. All subsequent purchases of MediaStor license(s) or purchase of any other type of Media Service(s) license does not include a DISKXTENDER 2000 Data Manager license. Please see the Pricing Examples section for additional information.

Product Code	Price	Standard Maintenance Product Code	Standard Maintenance Price
DXDM-DM-SW	$1,499	DXDM-DM-MS	$285

DISKXTENDER 2000 MEDIA SERVICES PRICING

DISKXTENDER 2000 MEDIASTOR

DISKXTENDER 2000 MediaStor pricing is based on the device(s) that will be managed by MediaStor. See the list of DISKXTENDER 2000 supported devices to obtain the **Product Level** for your device(s), then use the following pricing table to determine the price for your DISKXTENDER 2000 MediaStor license(s).

Please refer to the OTG Web site (www.otg.com) for a current list of supported devices.

Product Level	Optical DXMS-Ox-SW	Tape DXMS-Tx-SW	DVD-RAM DXMS-Dx-SW	CD-ROM DXMS-Cx-SW
A	$999	$1,499	$499	$199
B	$2,299	$4,999	$2,499	$599
C	$3,499	$8,999	$3,499	$1,399
D	$4,999	$11,999	$4,999	$1,899
E	$5,999	$14,999	$6,999	$2,799
F	$8,499	$17,999	$7,999	$3,199
G	$9,499	$20,999	$8,999	$3,699
H	$10,999	$24,999	$9,999	$4,999
I	$15,999	$28,999	$11,999	-
J	$23,999	$32,999	$14,999	-
K	$29,999	$36,999	$19,999	-
L	$33,999	$40,999	$24,999	-
M	$39,999	$44,999	-	-
N	-	$48,999	-	-
O	-	$52,999	-	-

The CD-ROM tower license is valid for an unlimited number of CD-ROM towers configured to run on one NT server. The CD-ROM tower license applies to CD-ROM drive towers only and does not include support for other tower configurations such as auto-changers, etc. DISKXTENDER 2000 supports any CD-ROM drive supported by Windows NT.

Product Code	Price	Standard Maintenance Product Code	Standard Maintenance Price
DXMS-TWR-SW	$499	DXMS-TWR-MS	$95

Product Level	Optical DXMS-Ox-MS	Tape DXMS-Tx-MS	DVD-RAM DXMS-Dx-MS	CD-ROM DXMS-Cx-MS
A	$190	$285	$95	$38
B	$437	$950	$475	$114
C	$665	$1,710	$665	$266
D	$950	$2,280	$950	$361
E	$1,140	$2,850	$1,330	$532
F	$1,615	$3,420	$1,520	$608
G	$1,805	$3,990	$1,710	$703
H	$2,090	$4,750	$1,900	$950
I	$3,040	$5,510	$2,280	-
J	$4,560	$6,270	$2,850	-
K	$5,700	$7,030	$3,800	-
L	$6,460	$7,790	$4,750	-
M	$7,600	$8,550	-	-
N	-	$9,310	-	-
O	-	$10,070	-	-

DISKXTENDER 2000 offers comprehensive read-only features for CD libraries. Users interested in CD-R capabilities should refer to the CDXTENDER price book or contact OTG Sales for more information.

RAID/NAS Migration pricing is based on the total data capacity managed by DISKXTENDER 2000 Data Manager(s) and migrated to a secondary RAID/NAS storage device.

Capacity	Product Code	Price	Standard Maintenance Product Code	Standard Maintenance Price
100 GB	DXMS-R100-SW	$999	DXMS-R100-MS	$190
500 GB	DXMS-R500-SW	$2,999	DXMS-R500-MS	$570
1 TB	DXMS-R1TB-SW	$4,999	DXMS-R1TB-MS	$950
5 TB	DXMS-R5TB-SW	$19,999	DXMS-R5TB-MS	$3,800

ACSLS LIBRARY SHARING

ACSLS Library Sharing pricing is based on 2 components; server connection license(s) and total capacity managed by DISKXTENDER 2000 Data Manager(s). The ACSLS Server Connection License is required for each ACSLS server that is accessed by DISKXTENDER 2000 Data Manager(s). The capacity charge is based on the total data capacity, stored in an ACSLS configuration, which is managed by DISKXTENDER 2000 Data Manager(s).

Description	Product Code	Price	Standard Maintenance Product Code	Standard Maintenance Price
ACSLS Server Connection License	DXMS-ACSC-SW	$9,999	DXMS-ACSC-MS	$1,900

Capacity	Product Code	Price	Standard Maintenance Product Code	Standard Maintenance Price
500 GB	DXMS-A500-SW	$7,999	DXMS-A500-MS	$1,520
1 TB	DXMS-A1TB-SW	$10,999	DXMS-A1TB-MS	$2,090
5 TB	DXMS-A5TB-SW	$25,999	DXMS-A5TB-MS	$4,940
10 TB	DXMS-A10T-SW	$32,999	DXMS-A10T-MS	$6,270
20 TB	DXMS-A20T-SW	$39,999	DXMS-A20T-MS	$7,600

TSM Library Sharing pricing is based on 2 components; server connection license(s) and total capacity managed by DISKXTENDER 2000 Data Manager(s). The TSM Server Connection License is required for each TSM server that is accessed by DISKXTENDER 2000 Data Manager(s). The capacity charge is based on the total data capacity, stored in a TSM configuration, which is managed by DISKXTENDER 2000 Data Manager(s).

Description	Product Code	Price	Standard Maintenance Product Code	Standard Maintenance Price
TSM Server Connection License	DXMS-TSMC-SW	$9,999	DXMS-TSMC-MS	$1,900

Capacity	Product Code	Price	Standard Maintenance Product Code	Standard Maintenance Price
500 GB	DXMS-T500-SW	$7,999	DXMS-T500-MS	$1,520
1 TB	DXMS-T1TB-SW	$10,999	DXMS-T1TB-MS	$2,090
5 TB	DXMS-T5TB-SW	$25,999	DXMS-T5TB-MS	$4,940
10 TB	DXMS-T10T-SW	$32,999	DXMS-T10T-MS	$6,270
20 TB	DXMS-T20T-SW	$39,999	DXMS-T20T-MS	$7,600

DISKXTENDER 2000 SDK

The DISKXTENDER 2000 SDK is licensed per End-User. Development support is available on a per-incident basis at the rate of $500 per incident. Established discounts do not apply when purchasing the DX2000 SDK.

Description	Product Code	Price
DX2000 SDK	DX2K-SDK-SW	$2,499

QUICK START PACKAGES

Quick Start Packages are available to provide the services needed to implement XTENDERSOLUTIONS products quickly and efficiently.

Quick Start Packages include the following:

- Pre-installation conference call
- On-site kickoff meeting
- Product installation
- Admin and End-User training (where applicable)
- Wrap-up and signoff
- Two week follow-up

Description	Product Code	Price*
DX2000 Quick Start	QS-DX2K-SRV	$3,000

Note: Price does not include travel and expenses.

Please contact OTG Professional Services for more information on Quick Start Packages and other services available from OTG.

PRODUCT MANUALS

A single set of product manuals and PDF versions located on the product CD are shipped with every initial product purchase. Additional product manuals or sets can be purchased using the following ordering information.

Description	Order #	Cost
DISKXTENDER 2000 Data Manager System Guide	DXDM-SG-DOC	$30
DISKXTENDER 2000 MediaStor System Guide	DXMS-SG-DOC	$25

UPGRADE POLICIES

- Major upgrade pricing, previously documented in the 2-1-99 price list, still applies for any user that has not yet upgraded to DISKXTENDER 4.x. After upgrading to DISKXTENDER 4.x and purchasing the required Maintenance Plan, the new Maintenance Plan policies for support and upgrades will apply.

- In order to receive support and future major upgrades, as outlined in the new Maintenance Plan policy, users must have an active Maintenance Plan. Users that purchased products prior to the new Maintenance Plan policy must pay for any amount of time that Maintenance had lapsed while using the following rules:

  1. Any user that upgraded to DISKXTENDER 4.x must have Maintenance from the date the upgrade was processed and shipped to the user.

  2. Any user that purchased a new DISKXTENDER 4.x license must have Maintenance from 30 days following the date of product purchase.

  Users that are required to pay for lapsed Maintenance are eligible to purchase Maintenance at 17% until December 31, 2000. After this date, the Maintenance price will be increased to 19% or 28% as outlined in the Maintenance Plan section of this price book.

- DISKXTENDER 3.x will be supported until September 30, 2000.

- DISKXTENDER 4.x will be supported until June 30, 2002.

PRICING EXAMPLES

Example 1:   *DX2000 Data Manager, DX2000 MediaStor Purchase*

Scenario: User requires data management on 1 NT/WIN2000 server, management of an HP 660ex optical library and selects the Standard Maintenance Plan option.

Solution: DXMS-OI-SW $ 15,999
                DXMS-OI-MS $ 3,040
                                 $ 19,039

   Note: 1 DISKXTENDER 2000 Data Manager license is included with the initial purchase of a DISKXTENDER 2000 MediaStor license. The user is only required to purchase DISKXTENDER Data Manager license(s) if data management is required on more than 1 NT/WIN2000 server. All subsequent purchases of DISKXTENDER 2000 MediaStor license(s) do not include a DISKXTENDER 2000 Data Manager license.

Example 2:   *DX2000 Data Manager, RAID/NAS Migration Purchase*

Scenario: User requires data management on 2 NT/WIN2000 servers, wants to migrate up to 1TB of data from the 2 NT/WIN2000 servers to a secondary RAID/NAS storage device and selects the Standard Maintenance Plan option.

Solution: (2) DXDM-DM-SW $ 2,998
                (2) DXDM-DM-MS $ 570
                DXMS-R1TB-SW $ 4,999
                DXMS-R1TB-SW $ 950
                                 $ 9,517

Example 3:   *DX2000 Data Manager, ACSLS Library Sharing Purchase*

Scenario: User requires data management on 10 NT/WIN2000 servers, wants to migrate up to 10TB of data from the 10 NT/WIN2000 server to a library (or libraries) controlled by 1 ACSLS server and selects the Standard Maintenance Plan option.

Solution: (10) DXDM-DM-SW $ 14,990
                (10) DXDM-DM-MS $ 2,850
                DXMS-ACSC-SW $ 9,999
                DXMS-ACSC-MS $ 1,900
                DXMS-A10T-SW $ 32,999
                DXMS-A10T-MS $ 6,270
                                 $ 69,008

Example 4:   *DX2000 Data Manager, RAID/NAS Migration, TSM Library Sharing Purchase*

Scenario: User requires data management on 10 NT/WIN2000 servers, wants to migrate up to 5TB of data from 5 NT/WIN2000 servers to a secondary RAID/NAS storage device, wants to migrate up to 20TB of data from 5 NT/WIN2000 servers to a library (or libraries) controlled by 2 TSM servers and selects the Standard Maintenance Plan option.

Solution:

(10) DXDM-DM-SW	$ 14,990
(10) DXDM-DM-MS	$ 2,850
DXMS-R5TB-SW	$ 19,999
DXMS-R5TB-SW	$ 3,800
(2) DXMS-TSMC-SW	$ 19,998
(2) DXMS-TSMC-MS	$ 3,800
DXMS-T20T-SW	$ 39,999
DXMS-T20T-MS	$ 7,600
	$113,036

Example 5:   *DX2000 Data Manager, DX2000 MediaStor with Premium Maintenance Plan Purchase*

Scenario: User requires data management on 1 NT/WIN2000 server, management of an HP 660ex optical library and selects the Premium Maintenance Plan option.

Solution:

DXMS-OI-SW	$ 15,999
DXMS-OI-MP	$ 4,000
	$ 19,999

Note: 1 DISKXTENDER 2000 Data Manager license is included with the initial purchase of a DISKXTENDER 2000 MediaStor license. The user is only required to purchase DISKXTENDER Data Manager license(s) if data management is required on more than 1 NT/WIN2000 server. All subsequent purchases of DISKXTENDER 2000 MediaStor license(s) do not include a DISKXTENDER 2000 Data Manager license.

Example 1: *Upgrade DX2000 MediaStor License to Higher Level*

Scenario: User purchased a Level I optical license on 1/1/00 and wants to upgrade the license to a Level K optical license on 6/30/00. User has a Standard Maintenance Plan that expires on 3/1/01.

Solution: When upgrading to a higher Level license, the upgrade price is based on the difference in cost between the new Level and original Level. The following formula should be used for this upgrade:

[New Level Price] – [Existing Level Price]

or

$33,999 - $15,999 = $18,000

Note: If multiple DISKXTENDER 2000 MediaStor licenses have been purchased prior to the upgrade, the user must provide information on the specific license that will be upgraded to the new Level.

In addition, Maintenance must be purchased for the Level upgrade and can be pro-rated to end on 3/1/01. The following formula should be used for pro-rating Maintenance to end based on an existing Standard Maintenance Plan:

(([Upgrade List Price] x 19%) /12) x [Number of Remaining Months on Original Plan]

or

$18,000 x 19% = $ 3,420
$3,420 / 12   = $ 285
$285 x 8   = $ 2,280

DXMS-OK-SW $ 18,000
DXMS-OK-MS $ 2,280
                             $ 20,280

Example 2:   *Upgrade RAID/NAS Migration Capacity*

Scenario: User purchased a 1TB RAID/NAS Migration license on 1/1/00 and wants to upgrade to a 6TB license on 6/30/00. User has a Standard Maintenance Plan that expires on 3/1/01.

Solution: When upgrading a capacity license, the upgrade price is based on the new capacity license being added. Only published capacity licenses can be added to an existing license.

DXMS-R5TB-SW $ 19,999

In addition, Maintenance must be purchased for the capacity license upgrade and can be pro-rated to end on 3/1/01. The following formula should be used for pro-rating Maintenance to end based on an existing Standard Maintenance Plan:

(([Upgrade List Price] x 19%) /12) x [Number of Remaining Months on Original Plan]

or

$19,999 x 19% = $ 3,800
$3,800 / 12   = $ 317
$317 x 8   = $ 2,536

DXMS-R5TB-SW $ 19,999
DXMS-R5TB-MS $ 2,536
                          $ 22,535

Example 1:   *Purchasing Maintenance Plan after Maintenance has Lapsed for Less than 1 Year*

Scenario: User purchased a DISKXTENDER 2000 MediaStor optical Level I license on 1/1/99 and a Standard Maintenance Plan that ended on 1/1/00. User wants to purchase a new Standard Maintenance Plan on 6/1/00.

Solution: Maintenance had lapsed for 5 months prior to the new Plan being purchased so the user must pay for the period of time that Maintenance had lapsed as part of purchasing the new Maintenance Plan. The following formula should be used for calculating the amount due for lapsed Maintenance when Maintenance has lapsed for less than 1 year:

(([Product List Price] x 19%) / 12) x [Number of Months Lapsed]

or

$15,999 x 19%	= $	3,040
$3,040 / 12	= $	253
$887 x 5	= $	1,265

DXMS-OI-MS	$ 3,040
DXMS-OI-MSB	$ 1,265
	$ 4,305

Example 1:   *Purchasing Maintenance Plan after Maintenance has Lapsed for More than 1 Year*

Scenario: User purchased a DISKXTENDER 2000 MediaStor optical Level I license on 1/1/99 and did not purchase Maintenance with the original order. User wants to purchase a Standard Maintenance Plan on 6/1/00.

Solution: Maintenance was not purchased with the original order (prior to the new Maintenance policy) so the user must pay for the period of time that the product was not covered from 30 days following the date of product purchase. The following formula should be used for calculating the amount due for lapsed Maintenance when Maintenance has lapsed for more than 1 year:

(([Product List Price] x 28%) / 12) x ([Number of Months Lapsed] – 1)

or

$15,999 x 28%	= $	4,480
$4,480 / 12	= $	373
$373 x 16	= $	5,968

DXMS-OI-MS	$ 3,040
DXMS-OI-MSB	$ 5,968
	$ 9,008